Dallas Market Center to Host First-Ever Live NAILD Lighting Specialist in Controls (LS-C) Certification Program

For Immediate Release -

St. Paul Minnesota – March 24th, 2025 – A brand-new certification course in lighting controls offered by the National Association of Innovative Lighting Distributors (NAILD) will be hosted at Dallas Market Center (DMC) ahead of the June 18-21 edition of Lightovation, the largest residential lighting show in North America.

The intensive Lighting Specialist in Controls (LS-C) course combines a series of preparatory webinars held May 13th, 20th, and 27th and a hands-on, in-person two-day training program to be held June 16-17 with an exam on June 18. The NAILD LS-C Certification Program has been developed to bridge the knowledge gap in lighting controls within the distribution channel of the industry. To address this, the program provides structured training and formalized certification, enhancing professionals' ability to deliver efficient, code-compliant, budget-friendly, and quality lighting control solutions for projects. The program offers a choice of three certification tracks:

- **LS-CD** (Distribution)
- **LS-CS** (Specialist)
- **LS-CI** (Installation)

Early bird pricing is available for this training, it offers a $100 discount and ends March 31, is $399 for NAILD members and $499 for non-members. Registration for this training also includes registration for the full June 18-21 Lightovation show, and participants will receive a guided tour of DMC's 1 million square foot permanent lighting marketplace following the certification exam on June 18. To register and for more information, visit www.naild.org/ls-c.

Participants will select one track for the June training and will have future opportunities to take other tracks. NAILD recommends larger groups to consider certifying at least one staff member in each track, since each builds distinct expertise.

LS-CD training is recommended for individuals or companies interested in learning how to sell, stock and coordinate lighting controls projects. LS-CD certified professionals will learn how to

interpret project documentation, generate a bill of materials (BOM), and create accurate quotations. For companies that work primarily with specifiers and skilled installers, this track will help them manage lighting control system sales and coordination for well-documented projects.

LS-CS training is for individuals or companies that frequently encounter incomplete or unclear project documentation. This certification trains staff to transform blank reflected ceiling plans into complete lighting controls layouts, control intent narratives, and one-line diagrams to enable the sales team to generate a BOM and quotation with confidence.

The **LS-CI** track is for individuals or companies who want to offer oversight and support services during and after installation. This training provides the ability to guide contractors on proper installation procedures, educate end-users on system operation, and provide ongoing project support.

Certification instructors will be Ron Kuszmar (**LS-CD** track), Vice President of Architectural & Theatrical Lighting at Port Lighting and; C. Webster Marsh (**LS-CS** track), owner of Penumbra Controls; and Chris O'Shea (**LS-CI** track), Head of Marketing and Business Development at Control Force. Ron and Webster are Co Hosts of NAILD's *Lighting Controls Podcast* series, and all three are members of The Council on Lighting Controls Start Up and Integration.

Additionally, this certification program is endorsed by these NAILD members and partners:

- The Lighting Controls Association
- NEMRA Lighting Division
- MaxLite
- mwConnect
- RAB
- Toggled

More information about the Lightovation can be found on the Lightovation page

About NAILD

Throughout the years NAILD has continued to evolve and change with the lighting industry by offering leading lighting educational programs and a forum, including regularly updating, enhancing, and expanding LS programs, and featuring forward thinking education such as controls and LEDs.

NAILD was the first association for independent lighting distributors, giving them access to manufacturers on a greater scale, which helped to drive products to market. NAILD built a leading industry training certificate program that educates hundreds of individuals within the lighting industry, including the new LS-Evolve course in 2020. NAILD has helped to bring together lighting distributors with major manufacturers in an intimate setting designed for networking to help facilitate business. More on NAILD can be found at NAILD.org